

# Native Americans in Philanthropy



## **ART OF RECIPROCITY**

### PART 1

# Native Americans in Philanthropy

**Our vision** is healthy and sustainable communities enhanced by the Native spirit of generosity.

**Our mission** is to advance philanthropic practices grounded in Native values and traditions.

# Our Guiding Values

Respect

Relationships

Responsibility

Reciprocity

Partnership

Quality and Effectiveness

Learning

## Strategic Directions of our work

- **Engage** *Native and non-Native practitioners of philanthropy to focus on sustainable Native communities;*
- **Educate** *to instill Native philanthropic values into contemporary practice; and*
- **Empower** *Native philanthropic leadership to be effective practitioners.*

Together, WE  
Power Reciprocity and  
Investments in Native  
Communities



# Community Sharing

At each table

Please briefly introduce yourself:

- Name
- Community/Where are you from?
- Organization & Role

## Community Sharing

Have you created a development plan?

How successful has your development plan been?

Art of Reciprocity:  
A Native Development Guide



## Art of Reciprocity

### **The Art of Reciprocity (AoR) is:**

- An indigenized model of giving, receiving and sharing
- A framework that creates a long-term vision for individual and organizational capacity building
- A Native development guide that honors culture and language

## AoR Methods for Delivery

### **Delivery options:**

- ✓ 2-hour Knowledge Sharing Session
- ✓ 3-day Training
  - National curriculum
  - Regional opportunities
- ✓ 6-day Train-the-Trainers
  - National or Community-specific curriculum
  - Optional ongoing professional support

# AoR Model and Cycle

## **Seven Directions Model**

West, North, East, South, Sky, Earth  
and Center.

## **Cycle**

*Founded on the values and gifts of the  
seven directions.*

# AoR Symbols for Engagement



Questions for our Relatives



Community Insights

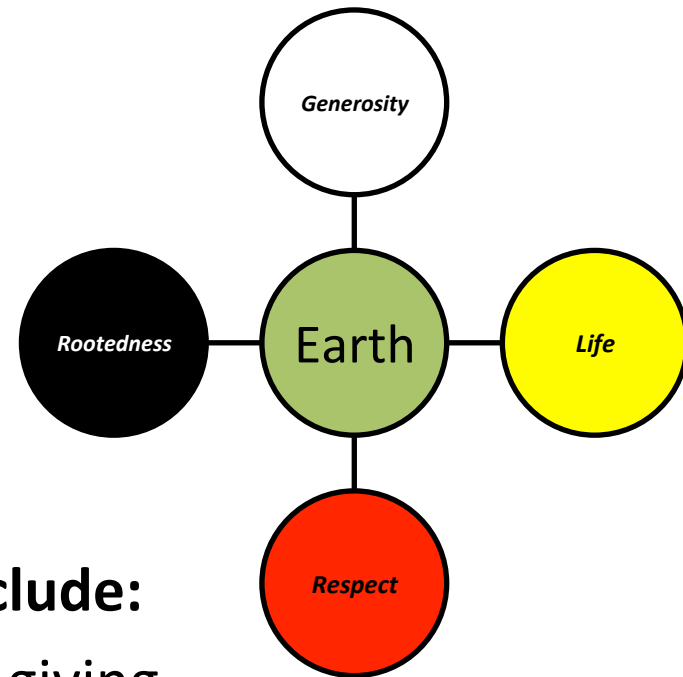


Activities



For Your Consideration

## Earth Direction Value - Generosity



### **Learning Objectives include:**

- Native traditions of giving
- Social exchange model
- Concepts of development and philanthropy
- Components of successful fundraising
- Constituency building
- Three tipi poles of development
- History and practice of contemporary philanthropy

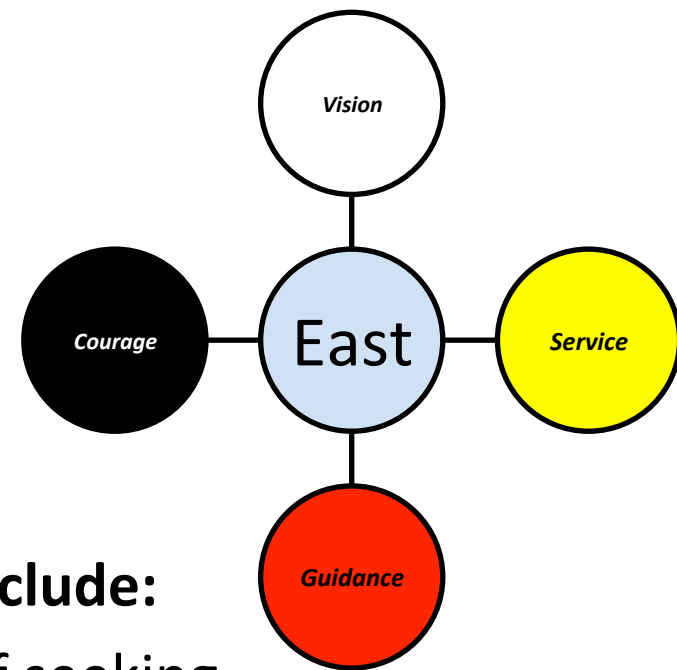




## **QUESTION FOR OUR RELATIVES**

**What special plant gifts does  
your Nation use to express  
generosity, life, respect and/or  
rootedness?**

## East Direction Value - Vision



### **Learning Objectives include:**

- Native traditions of seeking
- Origins of Native reciprocity
- Role of storytelling
- Personal mission statement and giving plan
- Relationship building
- Connect personal values and giving tools to promote community enrichment

# Native Americans in Philanthropy



Personal Mission Statement

# Personal Mission Statement

A personal mission statement is a way of living out one's vision.

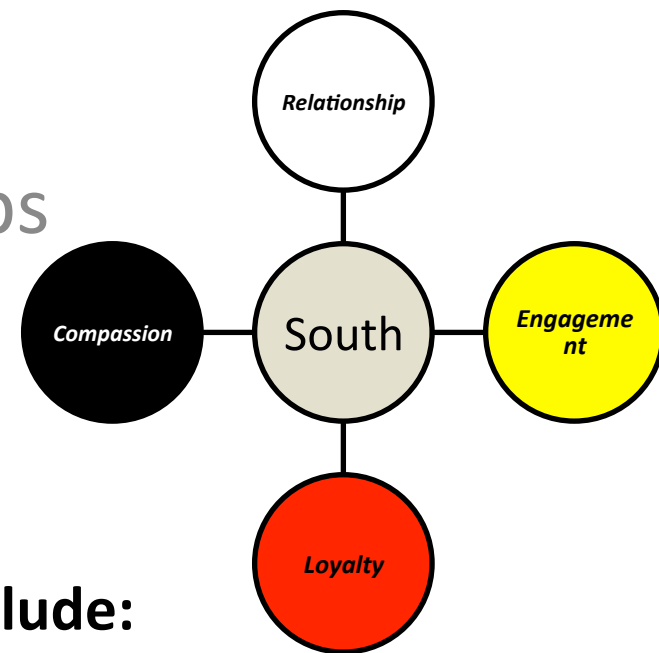
Much like that of a nonprofit organization your mission statement is a short adage or written statement that expresses your values or purpose.

# Personal Mission Statement

**MY PERSONAL MISSION  
STATEMENT IS:**



## South Direction Value - Relationships



### Learning Objectives include:

- Indigenized relationships to money, race, and power
- Components of charitable giving and receiving
- Understand donor's motivation
- Design and implement an integrated solicitation program
- Build strong bridges to the future
- How to conduct the "Personal Ask"

# Native Americans in Philanthropy



Reframing the Ask

## Reframing the Ask

Pilar Gonzales, Flying Eagle Woman Award Recipient and NAP member, shared at the 1<sup>st</sup> Annual Native Philanthropy Institute a simple exercise that can help reframe this relationship to money and the reactions to asking for money. In her words:

## Reframing the Ask

"Take the slip of paper in front of you and take a moment to reflect. On that slip a paper, answer the following question:

## Reframing the Ask

- What is the hardest thing you ever asked for? It can be either personal or professional.
- Can you remember the courage it took?
- Can you remember the pain you might have felt?
- Can you remember all you risked to ask for it?
- Did you ask for your freedom?



## Reflections & Visioning

Share one word or sentiment reflecting our time together.

Share one action you will take after this gathering.

# Native Americans in Philanthropy

*Quayanna*

Nitsiiniyi'taki

Wado

Sgi

*Nea ese*

Miigwech

Yakoke

Limlemsh

Mvto

Pidamayaye (female) Pidamayayelo (male)

Haw.aa

ASKWΛLI (female) KWΛKWHΛ (male)

Marci

*Kutapatush*

Dawaee

*Doyckshin*

Goon'a (female) Gunda (male)

Gunalcheesh

Chiokoe Uttesia

wəyə wəyə

No 'an kalaqumi'il

**Qeciyew'yew'**